

U.S. TRADE AND DEVELOPMENT AGENCY

Project Sponsor Information



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“The work of development is much broader than development aid. The vast majority of financing for development comes not from aid, but from trade and domestic capital and foreign investment... So, to be serious about fighting poverty, we must be serious about expanding trade.”

PRESIDENT GEORGE W. BUSH
MARCH 22, 2002

OUR MISSION



Thelma J. Askey, Director
U.S. Trade and Development Agency

The U.S. Trade and Development Agency (USTDA) helps project sponsors in developing and middle-income countries have access to U.S. expertise in the planning and development of priority infrastructure projects and related capacity-building activities. We seek to support opportunities that promote economic development and offer the potential for the application of U.S. goods, technology and services during the implementation phase.



What is USTDA?

USTDA is an independent U.S. Government agency, funded by the U.S. Congress, and a part of the U.S. Government's foreign assistance team.

What are USTDA's objectives?

Our aim is to advance economic development in developing and middle-income countries by providing foreign project sponsors with access to U.S. technology and expertise.

What types of projects does USTDA support?

USTDA provides grant funding for the planning of projects that support the development of modern infrastructure and an open trading system.

While USTDA activities span a wide variety of sectors, many focus on energy and power, transportation, mining and minerals development, telecommunications, environmental infrastructure and services, and health care.

On what eligibility factors are USTDA grants based?

USTDA evaluates projects primarily based on:

- Their priority to the project sponsors and the countries where they are located and their likelihood of receiving implementation financing;
- Whether they offer mutual economic benefit for the host country and the United States, including opportunities for commercial cooperation with U.S. firms; and
- Whether there is competition from foreign companies that may receive subsidies and other support from their governments.

With whom does USTDA work?

USTDA provides grants directly to foreign project sponsors.

A foreign project sponsor is the local entity with the decision-making authority and ability to implement a project. The sponsor may be a government institution at the national, state/provincial, or local level, or it may be a local private sector company.

USTDA is open for business in more than 100 nations around the world.

What types of activities does USTDA support?

USTDA accomplishes its mission by funding:

- 1) trade capacity building and sector development;
- and 2) project identification and investment analysis.

Trade capacity building and sector development assistance supports the establishment of industry standards, rules and regulations, trade agreements, market liberalization and other policy reform. Project identification and investment analysis involves activities that support large capital investments related to overseas development.

Trade Capacity Building and Sector Development

SECTOR DEVELOPMENT TECHNICAL ASSISTANCE

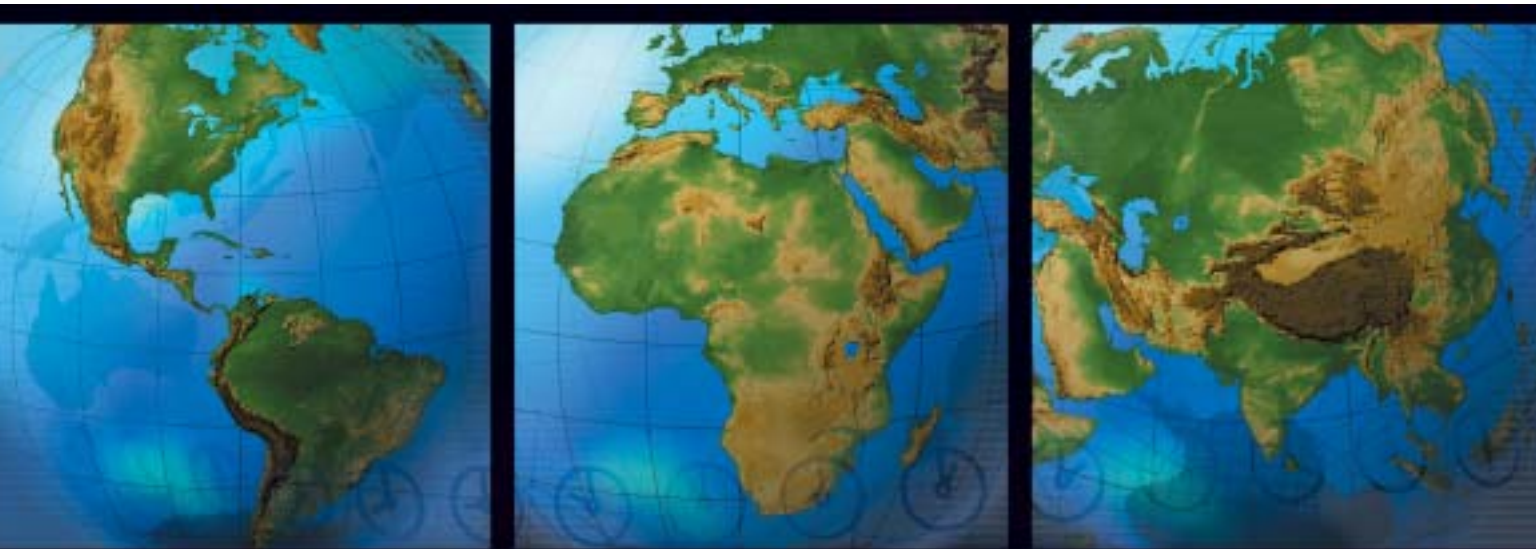
USTDA provides technical assistance to help with the development of sector strategies, industry standards, and legal and regulatory regimes. This assistance helps to create a favorable business and trade environment. Transportation safety and security are particularly important sectors for USTDA's technical assistance work.

TRADE AGREEMENT SUPPORT

USTDA trade capacity building technical assistance is normally associated with the negotiation of trade agreements, and compliance with important international market access requirements. Areas of assistance may include customs processing and valuation, intellectual property rights, government procurement, technical barriers to trade, and trade in services.

TRAINING

USTDA provides training for foreign decision-makers in economic sectors where there are opportunities for the sale of U.S. equipment and services. The training is normally focused on technology or regulatory issues and is designed to give project sponsors a better understanding of U.S. experience and capabilities. Training can be conducted in the United States and/or in the host country.



TRADE AND INDUSTRY ADVISORS

Foreign government entities may obtain USTDA grants for trade and industry advisors. These advisors are typically located in ministries or municipalities, where they can help with capacity building activities relevant to trade regulations, standards or the import of technology and additional expertise.

PROCUREMENT ASSISTANCE

To promote project transparency and integrity, USTDA provides grants to assist in the establishment and oversight of international project procurement activities. Support can take the form of developing appropriate bidding procedures, assisting in the evaluation of technical proposals, and identifying potential suppliers or bidders.

Project Definition and Investment Analysis

FEASIBILITY STUDIES

USTDA provides grants for overseas infrastructure project planning assistance, such as feasibility studies. These studies evaluate the technical, financial, environmental, legal, and other critical aspects of infrastructure development projects that are of interest to potential lenders and investors.

ORIENTATION VISITS

Orientation visits bring foreign project sponsors to the United States to observe the design, manufacture, demonstration and operation of U.S. products and services that can potentially help them to achieve their development goals.

WORKSHOPS AND CONFERENCES

USTDA organizes workshops, conferences and technical symposia worldwide. These events are sector or project oriented and connect overseas project sponsors with U.S. firms and entities that supply project finance, technology and industry expertise that may be useful in project implementation.

How is a project brought to USTDA for consideration?

If you are developing a project or initiative that you would like USTDA to consider for possible grant funding, you should begin by:

1. Contacting the appropriate USTDA Regional Director or Country Manager for your region (see staff listing); or,
2. Communicating with the commercial or economic officer, or USTDA representative, at the U.S. Embassy in your country.

To formally initiate USTDA consideration of a project, a project sponsor should direct a request to USTDA. In cases where a specific U.S. company has been identified as a partner or preferred supplier on the project, the U.S. company submits a separate, detailed proposal to USTDA. There is no set deadline for projects to be considered.

How does the approval process work?

USTDA's due diligence review of a proposal involves two steps. First, USTDA staff conducts an internal review to determine whether the proposal represents an appropriate opportunity for USTDA support. Second, proposals that satisfy this internal analysis are then independently assessed by USTDA-funded definitional mission and desk study consultants. Because of the high demand for USTDA funding, not all proposals that meet USTDA funding criteria can be supported.

How does the grant process work?

If USTDA approves funding, it signs a Grant Agreement with the foreign project sponsor (the Grantee). The Grantee then signs a contract with the U.S. company it has selected, usually on a competitive basis, to carry out the USTDA-funded activity. Both the Grant Agreement and the contract contain the terms of reference that outline the parameters of the activity.

What are the responsibilities of the Grantee?

The Grantee is responsible for managing the USTDA-funded activity, including the review of invoices, and providing some limited administrative support.

Who pays the U.S. contractor?

The Grant Agreement is signed by USTDA and the Grantee. The U.S. contractor works under its contract with the Grantee and submits its invoices to the Grantee. Once the Grantee is satisfied, the invoices are approved and forwarded to USTDA, which then pays the contractor directly.

Do USTDA Grants have to be repaid?

USTDA funds are grants, not loans. Grantees are not required to repay the USTDA grants they receive.

How much money is available?

Each year, USTDA funds approximately 125 grant activities. The average USTDA grant is \$400,000.

How do I contact USTDA?

To contact the appropriate Regional Director or Country Manager at USTDA for your country, please call 703.875.4357, fax 703.875.4009, or e-mail info@ustda.gov. You can also visit our website at www.ustda.gov.



USTDA grants help foreign project sponsors achieve important development goals. Pictured above is the ribbon cutting ceremony for a USTDA-funded project in the chemicals sector in the Czech Republic.

Where is USTDA located?

USTDA is active in every region of the world. The agency is headquartered in the Washington, D.C. area, in Arlington, Virginia. In addition, USTDA has representatives in Turkey, South Africa and Thailand to promote the Agency's program throughout Europe and Eurasia, Sub-Saharan Africa, and Asia.

What other U.S. Government Agencies can I contact?

- U.S. & Foreign Commercial Service
www.usatrade.gov
- U.S. Department of Commerce, International Trade Administration
www.ita.doc.gov
- Office of the U.S. Trade Representative
www.ustr.gov
- Overseas Private Investment Corporation
www.opic.gov
- Export-Import Bank of the United States
www.exim.gov
- U.S. Agency for International Development
www.usaid.gov

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*Contractor working for USTDA

“Open trade fuels the engine of economic growth... creates new jobs and new income in the United States and around the world...

America will lead — toward freer trade, toward wider and more lasting prosperity for ourselves and for the world.”

PRESIDENT GEORGE W. BUSH